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CENTRAL INTELLIGENCE AGENCY

REPORT NO. CD NO.

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COUNTRY SUBJECT

Czechoslovakian Trade Practices

Guatemala/Czechoslovakia

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SUPPLEMENT TO REPORT NO.

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- 1. An advertisement placed in the Guatemalan daily newspaper, El Imparcial, on 27 January 1951, by Frank Polasek, a Czech resident in Guatemala, addressed to coffee exporters, stated that he would pay sixty-five dollars per quintal for coffee of the "oro" class. This price would be paid F.O.B. Puerto Barrios "in exchange for merchandise of Czechoslovakian production." The present market price in New York for coffee of the "oro" class is said to be about fifty-six dollars per quintal, which would mean that Polesek would be offering about nine dollars per quintal over the world market price, so long as the seller would accept Czechoslovakian goods as payment.
- 2. Frank Polasek, who represents various Czechoslovakian firms in Guatemala, is believed to be in good standing with the present regime in Czechoslovakia. Officials with whom source discussed the matter stated that this is the first time since World War II that such a practice on the part of the Czechs, or any others, has come to their attention. Since Polasek has not dealt in coffee before, it is hardly believed likely that this is a private venture of his own; rather, it would seem more probable that the arrangements had been worked out with the Czech authorities. Source did not learn what disposition was to be made of the coffee, and whether it is to be sent to Czechoslovakia or re-sold at a loss on the world market is still unknown.

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